

UTAH DISTRICT NEWSLETTER

October 7, 2008

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Workshops

- Saint George—SBDC sponsoring a “Start Smart” Workshop Oct 6, 8 am till 10 am
- Logan—SCORE sponsoring a “Business Plan For Success” Workshop Oct 14, 6:30 pm till 8:30 pm

For more Workshop information: www.sba.gov/ut and Select “Event Calendar”

A MESSAGE FROM THE DISTRICT DIRECTOR

By Stan Nakano

With the federal government's 2008 fiscal year ended, we can now provide you a summary of the past year's performance for the Utah SBA office. With the unofficial tallies now in, we will meet all of the goals at 100% or greater. We ended the year approving 3,075 loans, a record number for this office, while seeing many parts of the country experience 20% to 30% reductions. To think that only Los Angeles, New York, and Chicago did more SBA loans than Utah is extraordinary. A special thanks goes to the banks, credit unions, and certified development companies who have shown a willingness to extend loans to small businesses despite the current challenges facing the financial markets. We must remember that small businesses continue to drive the economy and have been the key to sustaining our local economy.

Through the advances of technology, lenders can now submit loan applica-

tions electronically which enables the loan process to become much faster. In 2008, the vast majority of SBA 7(a) loans in Utah were submitted through E-Tran.

In 2008 we were able to bring back the Women's Business Center (WBC), a public/private partnership between the SBA's Office of Women's Business Ownership and the Salt Lake Chamber of Commerce. Additionally, Lane Beattie, President of the Salt Lake Chamber serves as a member of the SBA's National Advisory Council. For the Small Business Development Centers (SBDC), we saw their centers increase the number of business start ups and they helped clients obtain capital infusion for an amount over \$35 million and SCORE has taken an active role in marketing and outreach and many of the local chapter offices now co-locate with private, state, and federal partners at various one stop centers. They have revamped

their websites so clients can schedule appointments online and register for SCORE workshops.

We enjoyed a very successful Small Business Week in May and were excited to send off David Utrilla, CEO of Translations Services to Washington DC as our Utah Small Business Person of the Year. It was nice to see Mountain West Small Business Finance recognized as one of the top two Certified Development Companies in the nation. They received the award from the SBA Administrator at an event held in New York.

Lastly, I hope you have been enjoying the newsletter which we began publishing about a year ago. One of the features is an employee spotlight which is intended to help you get to know each one of our employees up close and personal. They are a tremendous group of individuals and it has been our privilege to serve you this past year.

SBA'S UTAH DISTRICT OFFICE LAUNCHES ITS FIRST EVER SMALL BUSINESS ECONOMIC HOTLINE

UTAH – The U.S. Small Business Administration's Utah District Office has launched its first-ever **Small Business Economic Hotline**. The purpose of this hotline is to give small business owners a single phone number they can call to see what SBA pro-

grams may assist them during these uncertain times. Calls to this phone number will be returned within the hour during business hours by SBA staff in Utah. The phone number is 801-524-3204.

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SUCCESS STORY—ESCALANTE



Tom Mansell—Escalante Grand Staircase Bed and Breakfast Inn

Tom and Linda Mansell opened Escalante Grand Staircase Bed and Breakfast Inn April 1, 1998. Seeking respite from the big city “rat race” they left Salt Lake City looking for an opportunity to create a spacious, homey retreat for cats and inn-keepers to share. President Clinton created the Grand Staircase National Monument in 1996, making it the perfect place for their dream. Their top-notch inn is open year-round in the heart of Utah’s only All American Road.

With retirement funds in-

hand, they purchased the land and had a home built with two guest rooms and a breakfast area. Demand quickly exceeded space and in 1998 they obtained a SBA loan to expand. Since that time there has been an additional SBA loan and there are now 8 rooms located in two buildings on the property. Linda, who has since left the business, decorated each room with a special theme and décor of hand-painted murals. A hot breakfast is served in the great room each morning with guests choosing from three sitting times. The menu is always “Cook’s Choice” and is made from

scratch. The door opens at 6 AM for coffee and guests are invited to join Tom in the kitchen for a fresh cup and information on where to shop and play.

Tom enjoys sharing his hiking experiences and knowledge of the area. But don’t be surprised if he’s out on an ambulance run, as Captain of the Escalante EMT’s he gives back to his community.

UTAH PROCUREMENT SYMPOSIUM OCT 21, 2008

The Utah District Office will participate at the 3rd Annual Utah Procurement Symposium. The procurement symposium will be held on Tuesday, October 21, 2008 from 7:30 a.m. to 3:30 p.m. at the SouthTowne Expo Center, Sandy, Utah. The symposium will emphasize selling to the government and mili-

tary. Nationally recognized speakers, training sessions and exhibits will also be provided at the symposium.

Tired of traveling all over the state to meet with contracting officers? This is your chance to meet with federal contracting officers from various agencies!!!

UTAH MED WEEK 8(A) SUPPORT PERSON OF THE YEAR—RANDI RUFF, UNIVERSITY OF



Randi Ruff, winner of the 2008 8(a) Support Person of the Year

As a single mother, raising 2 sons, Randi has worked hard in a variety of jobs. She worked many years in retail management and understands the variety and complexities of the day-to-day staffing and operations. She has a very service-oriented approach to management and encourages all around her to learn and explore new approaches and solutions by

giving people a variety of opportunities. She has worked for the University of Utah in the CardioVascular Genetics department and has been with the Purchasing Department since January of 2004. She has been an integral part of USDC since then and has been the President and then Chairman of the Board of USDC. As a representative of USDC she extends herself to

support other community organizations and events as well. She loves hearing about the success of small, minority-, women- and veteran-owned business and helping them make the connections with large businesses and institutions that lead to a growing economy in Utah. She often says, “The best part of USDC is the terrific people you get to meet and work with.”

UTAH MED WEEK 8(A) CONTRACTOR OF THE YEAR—ABLE SAIZ, SAIZ CONSTRUCTION

The award for Abel Saiz, Saiz Construction Co., Inc., is the 8(a) Contractor of the Year for 2008.

Saiz Construction has done many government contracts over the nine years they were in the 8(a) Business Development Program.

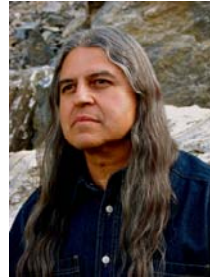
Some of the contracts they have completed are at Hill AFB, Nellis and Creech AFB in Nevada, and numerous jobs throughout Utah with the Bureau of Land Management, the Bureau of Reclamation, and the National Park Service. These contracts have included the design and construction of the Regional

Kenel Training Center and repair of the flight line electrical at Creech AFB.

They have done numerous contracts for the General Services Administration (GSA) which included constructing the new Tax Court in the Federal Building and the remodeling of Senator Hatch's office. He has received Performance Oriented Construction Activities contracts with the Corps of Engineers.

Abel's performance on these contracts has been excellent to where these agencies had requested his firm to complete small jobs and large,

high profile jobs because of the quality of his work and his dedication to the performance and completion of this projects. He has been a favorite 8(a) contractor for many government agencies.



Able Saiz, Saiz Construction

NADCO WESTERN REGIONAL CONFERENCE

The NADCO Western Regional Directors Mid-Year Conference will be held at the Zermatt Resort & Spa, Midway, Utah on October 20th – 22nd. This conference will provide valuable up to the minute information and updates on Hot 504 topics. SBA's Utah District Office will participate in the NADCO conference on a

panel that will discuss marketing the 504 lending program. For more information regarding this conference, please visit

Utah hosts NADCO

EMPLOYEE SPOTLIGHT-NICK NEWBOLD

By Nick Newbold

Reluctantly on the employee hotseat and under the hot spotlight this month is Nick Newbold, Utah SBA District Counsel.

Nick joined SBA in 1984 as a staph attorney and became District Counsel in 1989. Before SBA he was in private practice with a local litigation firm after graduating from the University of Utah College of

Law and admission to the Bar in 1983. He attended Weber State and BYU. Nick also serves as a Special Assistant U. S. Attorney. He has worked on SBA regulations and re-drafting SBA's promissory notes and guarantees.

Nick is an old dairy farm boy in Utah, and farmed in Idaho until the money ran out and he went to law school. He

loves good humor. Better to tell a joke than to be one, he says. He tried nuclear physics but the math was too tough, and then psychology, business, a few languages, seminary teaching, and farming, before law school. He still doesn't know what he wants to be when he grows up. He bribed a really nice girl to marry him and has four kids and two grand-kids. He says he really likes his time at SBA and the people here.



Nick Newbold—Utah District

LENDER	September Loan Numbers	September Total Dollars	YTD Loan Numbers	YTD Dollars
AMERICA FIRST FCU	10	\$265,000	162	\$4,597,700
AMERICA WEST BANK	4	\$1,307,500	31	\$15,677,300
AMERICAN BANK OF COMMERCE D/B/A AMBANK	0	0	2	\$178,300
AMERICANWEST BANK	1	\$150,000	29	\$5,507,500
BANCO POPULAR NORTH AMERICA	2	\$1,438,500	43	\$19,743,300
BANK OF AMERICA, NATIONAL ASSOCIATION	0	0	1	\$10,000
BANK OF AMERICAN FORK	1	\$1,561,000	15	\$5,594,500
BANK OF UTAH	0	0	19	\$8,993,100
BARNES BANKING COMPANY	0	0	2	\$459,500
BEEHIVE CU	3	\$95,000	45	\$1,576,200
BRIGHTON BANK	2	\$100,000	4	\$279,000
BUSINESS LENDERS, LLC	1	\$550,000	1	\$550,000
CACHE VALLEY BANK	0	0	1	\$350,000
CAPITAL COMMUNITY BANK	0	0	3	\$380,000
CAPITAL ONE BANK (USA), NATIONAL ASSO- CIATION	0	0	19	\$845,000
CAPITAL ONE, NATIONAL ASSOCIATION	0	0	7	\$500,000
CELTIC BANK CORPORATION	8	\$5,880,900	48	\$25,444,900
CENTRAL BANK	3	\$64,400	22	\$2,427,200
CIT SMALL BUSINESS LENDING CORPORA- TION	0	0	6	\$4,522,000
COMERICA BANK	0	0	1	\$150,000
COMPASS BANK	0	0	3	\$1,742,000
CONTINENTAL BANK	0	0	1	\$150,000
CYPRUS FCU	0	0	5	\$502,100
DESERET FIRST FCU	5	\$115,000	54	\$2,094,600
FIRST COMMUNITY BANK	0	0	1	\$320,000
FIRST UTAH BANK	0	0	17	\$1,300,000
FLORIDA BUSINESS DEVELOPMENT CORPO- RATION	0	0	1	\$1,109,000
FRONTIER BANK, FSB	1	\$150,000	3	\$400,000
GOLDENWEST FCU	2	\$160,000	48	\$1,340,000
GRANITE FCU	2	\$55,000	12	\$524,600
HERITAGEWEST FCU	3	\$90,000	20	\$936,700
HORIZON UTAH FCU D/B/A HORIZON CU	2	\$85,000	4	\$238,000
INNOVATIVE BANK	0	0	2	\$75,000
IRWIN UNION BANK AND TRUST COMPANY	2	\$200,000	8	\$2,885,700
JORDAN FCU	6	\$170,000	32	\$1,191,800
JPMORGAN CHASE BANK, NATIONAL ASSO- CIATION	1	\$25,000	122	\$6,316,600
KEYBANK NATIONAL ASSOCIATION	0	0	27	\$3,600,800
LEHMAN BROTHERS BANK, FSB	0	0	4	\$1,706,600
MOUNTAIN AMERICA FCU	109	\$3,383,500	824	\$28,558,000
MOUNTAIN WEST BANK	0	0	8	\$1,085,500
MOUNTAIN WEST SMALL BUSINESS FI- NANCE	25	\$14,184,000	199	\$105,288,000
NEVADA STATE BANK	0	0	3	\$322,500
PNC BANK, NATIONAL ASSOCIATION	0	0	1	\$284,000
PRIME ALLIANCE BANK	0	0	1	\$791,400
SAEHAN BANK	0	0	1	\$600,000
SOUTHWEST COMMUNITY FCU	0	0	17	\$878,400

LENDER	September Loan Numbers	September Total Dollars	YTD Loan Numbers	YTD Dollars
STATE BANK OF SOUTHERN UTAH	0	0	16	\$3,434,000
SUNFIRST BANK	0	0	1	\$160,000
SUPERIOR FINANCIAL GROUP, LLC	2	\$25,000	4	\$45,000
TEMECULA VALLEY BANK	2	\$3,385,900	5	\$9,385,900
THE FIRST NATIONAL BANK OF LAYTON	1	\$120,000	10	\$1,939,000
THE HUNTINGTON NATIONAL BANK	0	0	1	\$837,000
THE VILLAGE BANK	0	0	2	\$585,000
U.S. BANK NATIONAL ASSOCIATION	6	\$ 612,500	55	\$10,237,700
UNITED MIDWEST SAVINGS BANK	0	0	1	\$42,000
UNITED WESTERN BANK	0	0	2	\$3,020,000
UPS CAPITAL BUSINESS CREDIT	1	\$745,000	2	\$1,562,000
USU CHARTER FCU	0	0	1	\$150,000
UTAH CERTIFIED DEVELOPMENT COMPANY	10	\$4,075,000	81	\$38,374,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	1	\$65,000
UTAH FIRST FCU	1	\$20,000	6	\$300,000
WACHOVIA SBA LENDING, INC.	0	0	4	\$2,905,500
WASHINGTON MUTUAL BANK	0	0	12	\$389,500
WEBBANK	0	0	25	\$7,940,500
WELLS FARGO BANK, NATIONAL ASSOCIATION	3	\$ 550,000	57	\$8,277,100
ZIONS FIRST NATIONAL BANK	156	\$10,227,900	910	\$69,444,600
TOTALS	373	\$49,691,100	3075	\$420,879,600